



U.S. AIR FORCE



Contracting Business Intelligence System (CBIS)

Briefing to FRB

22 May 03

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Overview



- **What is CBIS?**
- **Value Proposition**
- **Looking Ahead**
 - **Services/Demographics**
 - **Training**
- **Reporting**
- **Summary**



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What is CBIS?



- **Business intelligence (BI) capability**
 - **Targeted, accurate, reliable, timely, decision-making information from many disparate cross-functional systems**
 - **Comprehensive view of spend at any level and performance**
 - **Available for strategic, tactical or operational analysis**



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What is CBIS?



- **Key component of AF Enterprise Architecture for Procurement (EAP)**
- **Integration with Enterprise Data Warehouse (EDW) and GCSS-AF**
- **Integration with DoD Business Enterprise Architecture (BEA)**
- **Key source of business intelligence**
 - **Commodity Councils**
 - **Purchasing Supply Chain Management (PSCM)**
 - **Strategic Sourcing**



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CBIS Value Proposition



- **Leverage buying power**
- **Reduce cycle time**
- **Decrease purchasing costs**
- **Improve product quality**
- **Proactive supplier management**
- **Improve warfighter support**
- **Real value derived from process improvement**
 - **Key patterns, exceptions, relationships**
 - **“What-if” analyses to target opportunities**



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Looking Ahead



• Jul 03

- Services and Demographics Data (base and ALCs)
- eLearning Capability
- Train-the-Trainer

• Jan 04

- AFMC Spend - line item level detail
- AF Spend - DD 350 data



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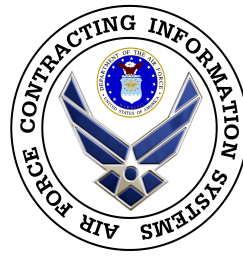
Services and Demographics Requirement

- **DD 350 data AF-wide**
- **Operational Contracting data from AFMC PD² sites at line item level detail**
 - **PRs, solicitations, awards, mods, orders, delivery schedules**
- **DD 1057 data AF-wide**



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Services Reports

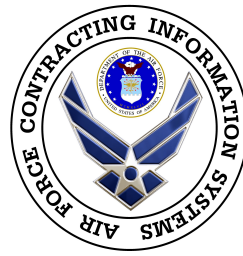


- **Identify contracts with no DD 350, when DD 350 does not have corresponding instrument, when DD 350 balance does not agree with contract total obligated amount**
- **Award amounts obligated, deobligated, cancelled and total contract value and yearly contract value (options)**
- **Contract instrument and DD 350 data by purchasing office**
- **Construction contracts**



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Services Reports

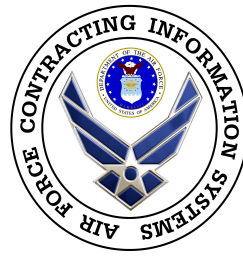


- **Number of contracts and orders that finish on time**
- **Administrative leadtime**
- **Contractors receiving awards, contracting office awarding contract**
- **Award Fees/Terms by contract**
- **Purchase Request Data**



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Services Reports



- **Number of contract extensions**
- **Distinguish ID/IQ contracts between multiple awards and single awards**
- **Distinguish between task orders (services) and delivery orders (supply)**
- **Contracts using best value contracting tools**



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Services Reports



- **Advisory and Assistance Services (A&AS) identified; by EEIC**
- **Contracts with award fee/term**
- **MIPRs used for services**
- **Contracts identified by Performance Based Service Acquisitions coding**



Demographic Reports



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- **Top 10 contractors identified by**
 - **Services, product/NAIC code**
 - **MAJCOM**
 - **Type entity**
 - **Women owned**
 - **HUBZone representation**
 - **Ethnic group**
 - **Veteran status**



Demographic Reports



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- **Pricing inconsistencies between contracting offices for same items**
- **Actions by branch, PCO, buyer, number of actions, dollar amounts**
- **Vendor history**
 - **Original delivery dates**
 - **Revised delivery dates**
 - **Actual delivery dates**
 - **How many extensions to delivery date**



Demographic Reports



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- **Number of contracts/contract actions or contractors by**
 - **Commercial acquisition code**
 - **Type of set aside**
 - **Federal Supply Schedule (FSS)**
 - **Federal Supply Class (FSC) or service code**
 - **Location of performance**
 - **Particular contractor**
 - **Buying activity code and DoDACC code**



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Deferred Service and Demographics Requirements



- **Clauses**
- **Long line of accounting**
- **Government Purchase Card (GPC) data**
- **Identify method of selecting contractor under Fair Opportunity**
- **Construction contracting data such as complaints, liquidated damages, withholds, compliance activity, wage restitution**
- **DFAS payment information for contract closeout**



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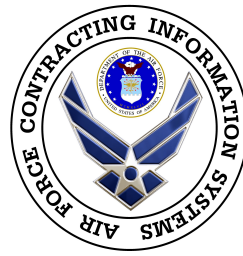
Deferred Service and Demographics Requirements

- Number of change orders per contract
- SABER contract reporting
- Tracking of Contract Manpower Equivalents (CME) and segregation into A&AS and non-A&AS
- Competition Forecast Plan
- Advanced Requirements Plan



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CBIS Training



- **Computer Based Training (CBT)**
 - Overview, pre-defined reports, ad hoc reporting
 - Released to field - Jul 03
- **Train-the-Trainer**
 - Purpose: Cultivate new business philosophy of using data to analytically solve problems
 - Focus on ad hoc capability to answer business questions, problems, issues



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CBIS Reporting



Org Issue

Org Level

- **Strategic** → **Senior Mgt**
- **Tactical** → **Middle Mgt**
- **Knowledge** → **Analysts**
- **Operational** → **Line Staff**



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CBIS Reporting



-
- Objective: Maintain an acceptable delivery performance rate
- Strategic: On-time delivery % by FY
- Tactical: Identify deliveries that exceed 180 days by vendor, NSN, and site
- Operational: Identify delivery status by instrument



CBIS Reporting



Objective: Business	Increase/Decrease Small Awards
Strategic: Business	Total Awards/Total Small Awards by FY and site
Tactical: business	Identify % of awards for each type by FY and Qtr
Operational:	Identify vendor type by instrument

CBIS Reporting



Contracting Business Intelligence System (CBIS)



Dollars based on Contract Line Item (CLIN) Amount

New Period

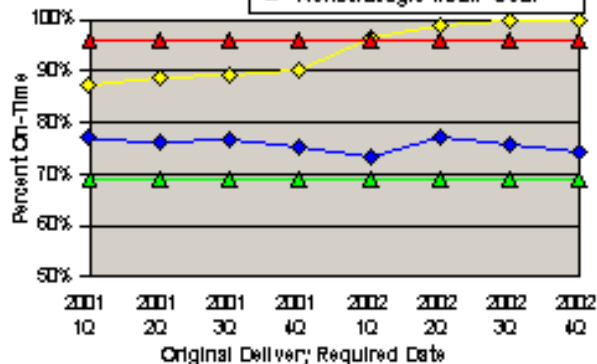
Reporting for Contract Award Date from Q1,2001 thru Q4,2002



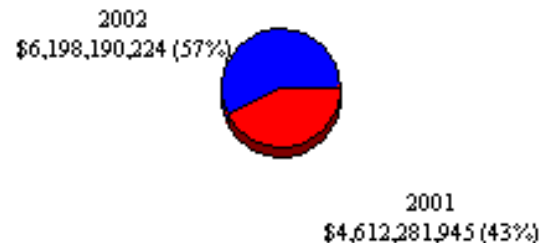
As of Thu Mar 13 17:04:11 GMT-0500 (Eastern Standard Time) 2003

% On-Time
by Schedule

◆ On-Time (Source)
◆ On-Time (Calculated)
▲ Benchmark
▲ Nonstrategic #02# Goal



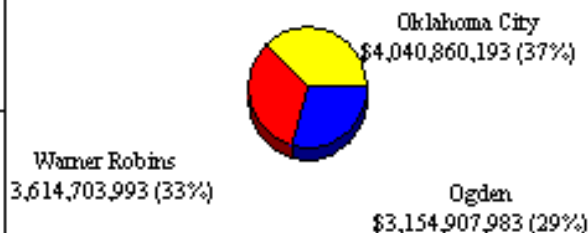
Spend by FY



Total Awards, ALC Totals



Spend by ALC

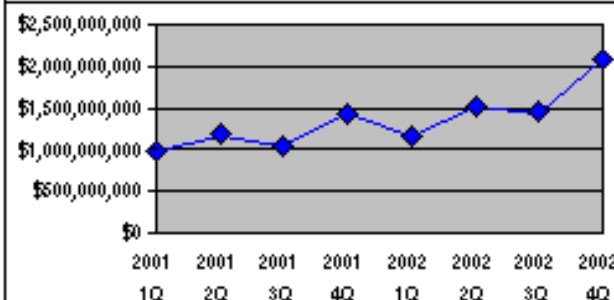
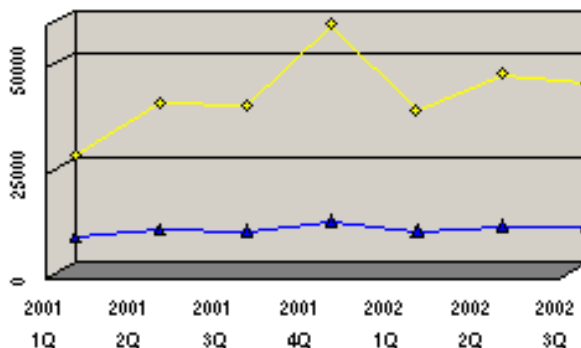


Top 10 Vendors by Cage - Spend Dollars

Organization	Dollars
OGDEN AIR LOGISTICS CENTER	\$686,552,359
UNITED TECHNOLOGIES/PRATT	\$430,484,994
GENERAL ELECTRIC CO AIRCRA	\$414,087,596
TRW ICBM SYSTEMS	\$408,817,707
GENERAL DYNAMICS GOVT SYS	\$309,518,189
LOCKHEED MARTIN CORPORATI	\$297,574,307
PRATT AND WHITNEY SAN ANTON	\$232,129,694
SYSTEMS & ELECTRONICS INC	\$208,053,999
LOCKHEED MARTIN KELLY ACFT	\$163,413,953
RAYTHEON COMPANY	\$142,156,864

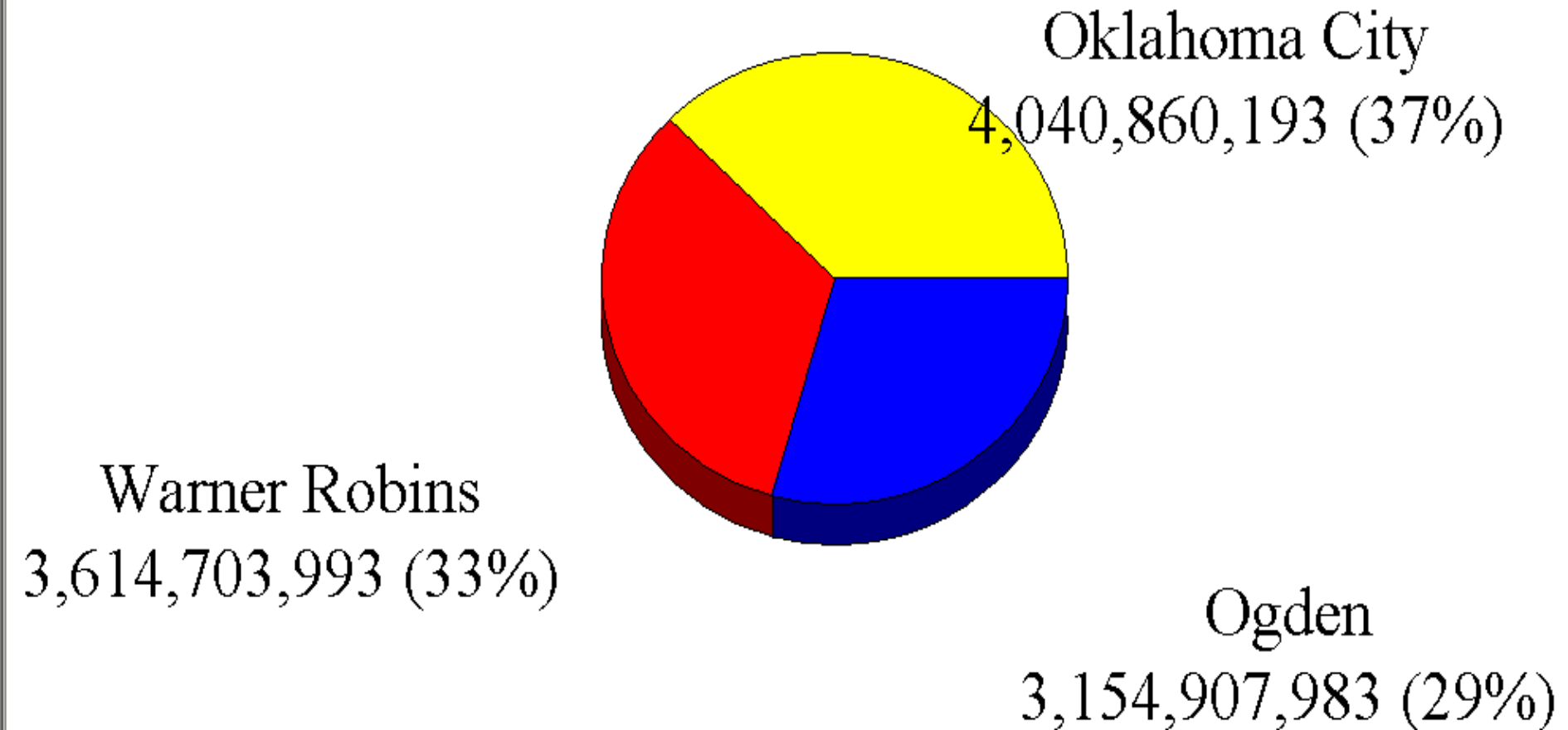
Awards and Schedules
by Contract Award Date

▲ Awards
◆ Schedules



CBIS Reporting

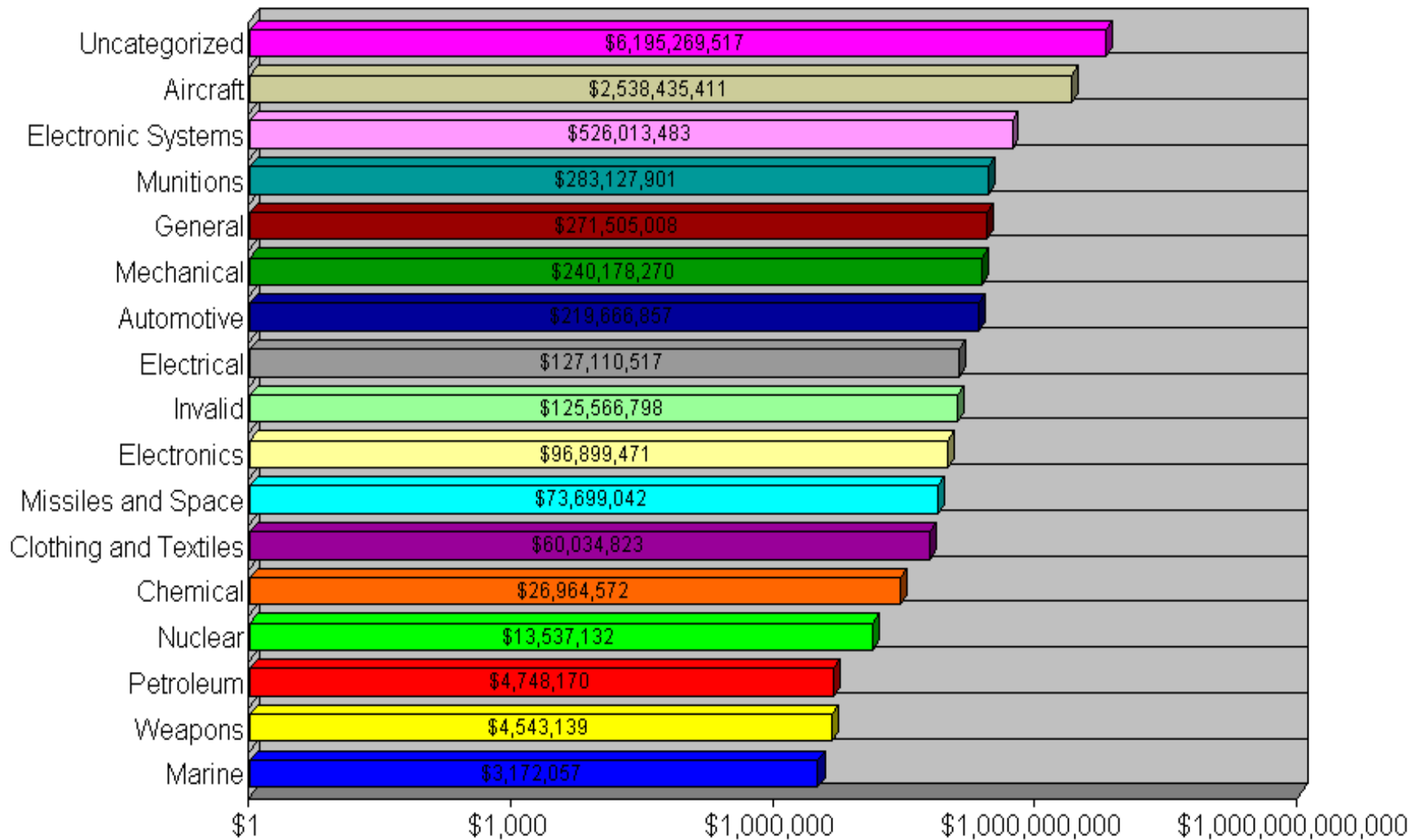
Total Dollars



CBIS Reporting

Spend Analysis

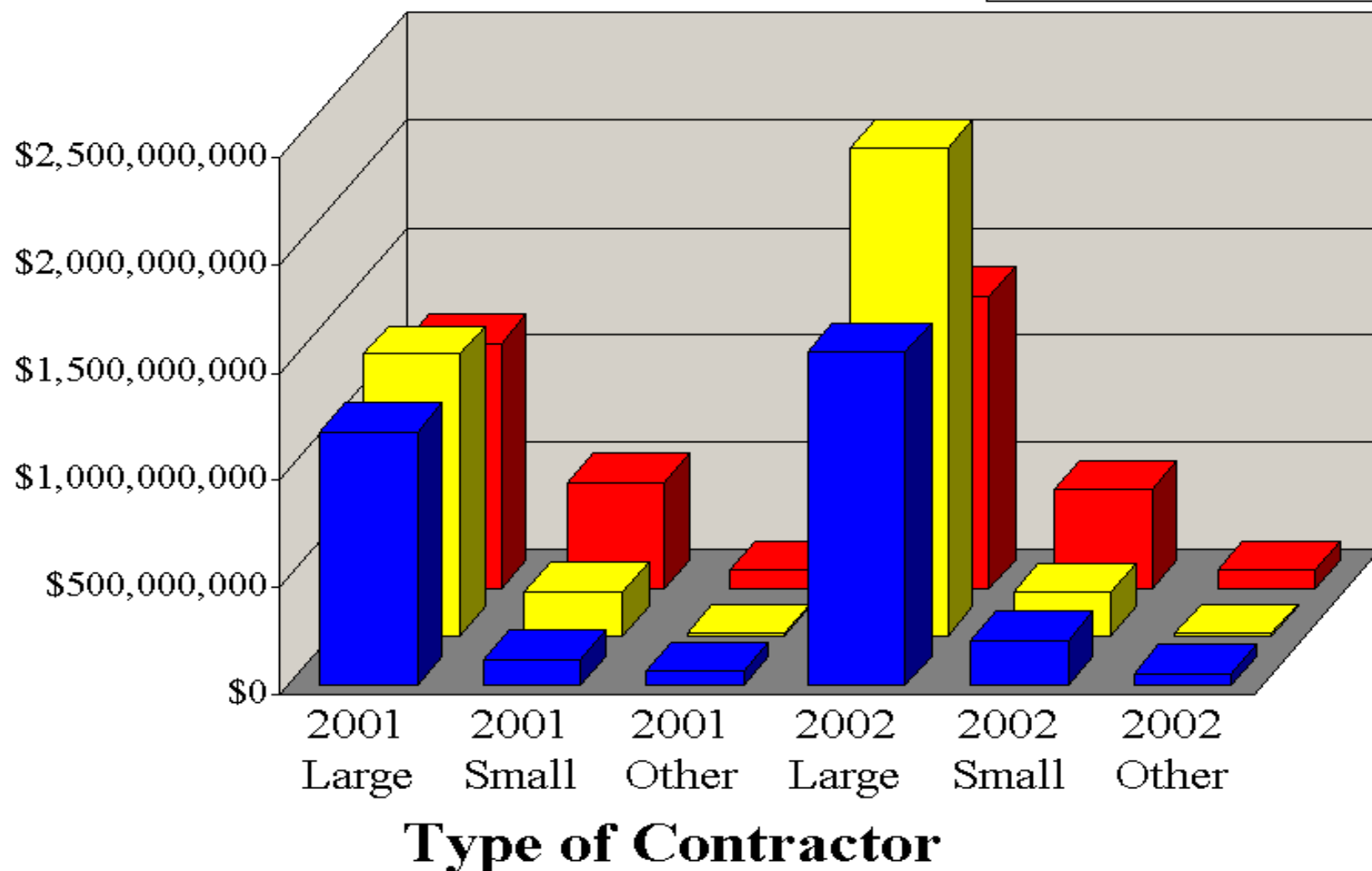
Commodity



CBIS Reporting

Type Contractors by ALC

Ogden
Oklahoma City
Warner Robins



CBIS Reporting

Contracting Business Intelligence System (CBIS)

Tactical View Vendor Type Performance



New Period

Reporting for Contract Award Date from Q1,2001 thru Q4,2002



As of Thu Mar 13 17:17:23 GMT-0500 (Eastern Standard Time) 2003

- ☐ Fiscal Year
☐ Fiscal QTR

Alc Name	Type Contractor	Awards	Percentage by ALC
Ogden	Award to Foreign Contractor for Work O	40	1.15%
	Contract for work outside USA	53	1.52%
	Large Business	1,638	47.16%
	Large Business - Woman Owned	1	0.03%
	Minority Institution	1	0.03%
	Non-Profit	3	0.07%
	Small Business	1,632	46.98%
	Small Business - Minority	45	1.29%
	Small Business - Woman Owned	21	0.61%
	Small Disadvantaged Business - Woman	8	0.22%
	Uncategorized	32	0.92%
	Undefinitized	1	0.03%
	ALC Total	3,475	100.00%
Oklahoma City	Award to Foreign Contractor for Work O	20	0.21%
	Contract for work outside USA	30	0.32%
	HBCU	1	0.01%
	Large Business	1,356	14.33%
	Small Business	3	0.03%

Operational View

<-- Back

PK Group

Services

Demographics

Pricing

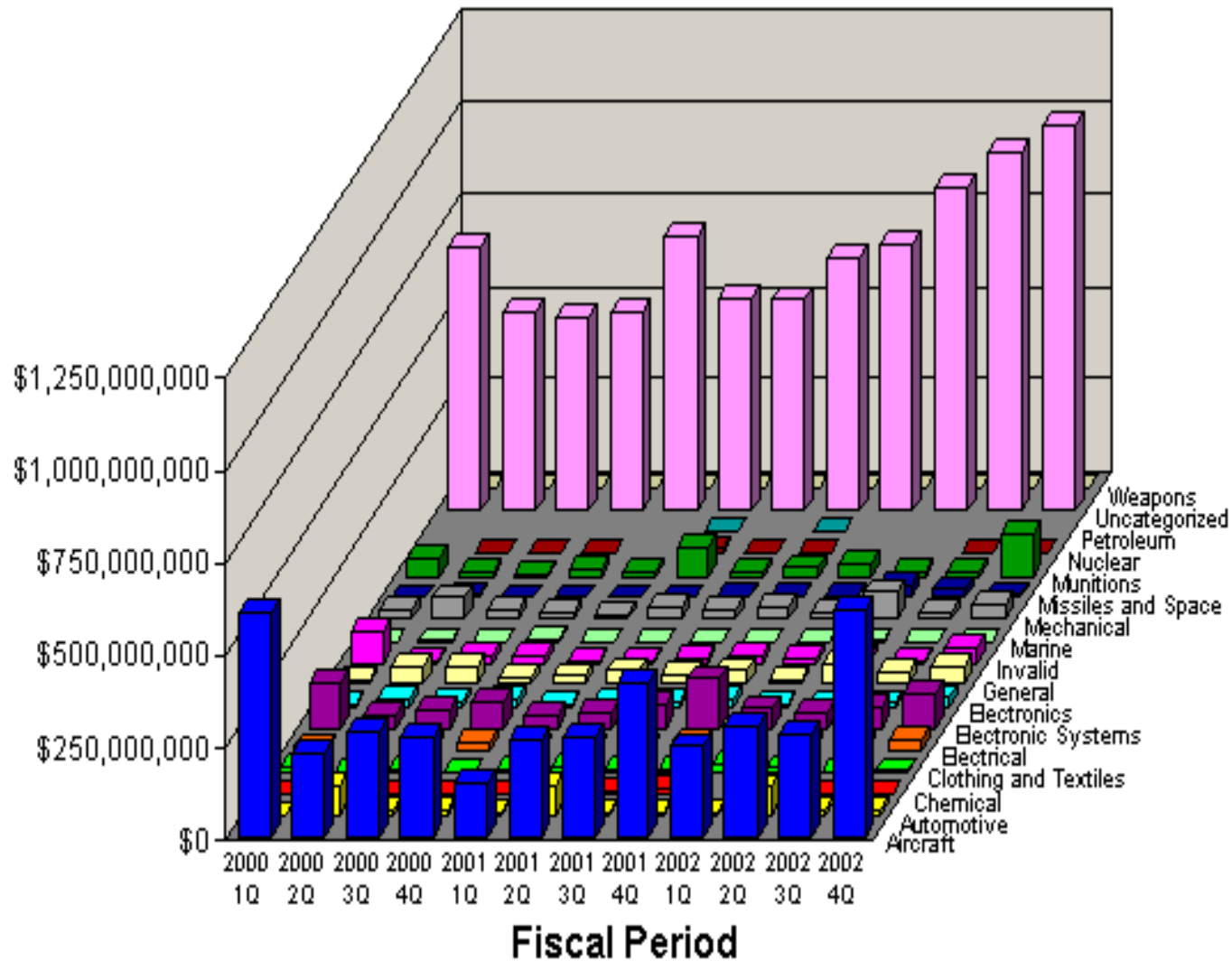
Main Menu

CBIS Reporting

Material Name	Contractor/Vendor	Fiscal Year	Fiscal Quarter	Instrument Number	Unit Price	Unit Of Issue	Unit Price Spread	Line Item Quantity	Line Item Amount
AIR SEAL	GENERAL ELECTRIC CO AIRCRAFT ENGINE	2001	1Q	F3460197G000020451	9,300.00	EA	4,897%	202.00	1,878,600.00
				F3460199D20000183	10,671.45	EA	4,897%	48.00	512,229.60
			2Q	F3460199D20000218	10,671.45	EA	4,897%	32.00	341,486.40
			3Q	F3460199D20000241	10,671.45	EA	4,897%	48.00	512,229.60
			4Q	F3460199D20000262	10,147.40	EA	4,897%	32.00	324,716.80
					10,671.45	EA	4,897%	16.00	170,743.20
		2002	3Q	F3460199D20000348	10,147.40	EA	4,897%	75.00	761,055.00
			4Q	F3460199D20000373	9,744.53	EA	4,897%	50.00	487,226.50
					10,147.40	EA	4,897%	20.00	202,948.00
	GENERAL ELECTRIC SUPPLY CO	2001	4Q	F3460100G000050011	19,044.79	EA	4,897%	41.00	780,836.39
		2002	3Q	F3460100G000050024	19,666.14	EA	4,897%	76.00	1,494,626.64
	TRI-INDUSTRIES INC	2001	3Q	F4160898D0290SD01	2,430.00	EA	4,897%	185.00	449,550.00
		2002	3Q	F3460102C0288	2,468.00	EA	4,897%	440.00	1,085,920.00
			4Q	F3460102M0692	6,545.00	EA	4,897%	27.00	176,715.00
	UNITED TECHNOLOGIES/PRATT & WHITNEY	2001	4Q	F3460101G00060166	9,771.54	EA	4,897%	138.00	1,348,472.52
				F3460101G00060177	9,451.77	EA	4,897%	90.00	850,659.30
					9,771.54	EA	4,897%	112.00	1,094,412.48
		2002	2Q	F3460101G00060293	7,835.73	EA	4,897%	25.00	195,893.25
				F3460101G00060297	6,233.56	EA	4,897%	400.00	2,493,424.00
					6,250.69	EA	4,897%	310.00	1,937,713.90
				F3460101G00060317	6,250.69	EA	4,897%	20.00	125,013.80
			3Q	F3460101G00060331	754.81	EA	4,897%	196.00	147,942.76
			4Q	F3460101G00060417	6,332.86	EA	4,897%	242.00	1,532,552.12
				F3460101G00060454	393.52	EA	4,897%	603.00	237,292.56
LIQUID NITR	Contractor Information Not On File!	2001	2Q	F4160896D0443000127	46.46	TN	342,130%	9,000.00	418,140.00
			3Q	F4160896D0443000128	46.46	TN	342,130%	9,000.00	418,140.00
				F4160896D0443000129	46.46	TN	342,130%	18,000.00	836,280.00
				F4160896D0443000130	159,000.00	EA	342,130%	3.00	477,000.00
			4Q	F4160896D0443000131	46.46	TN	342,130%	18,000.00	836,280.00

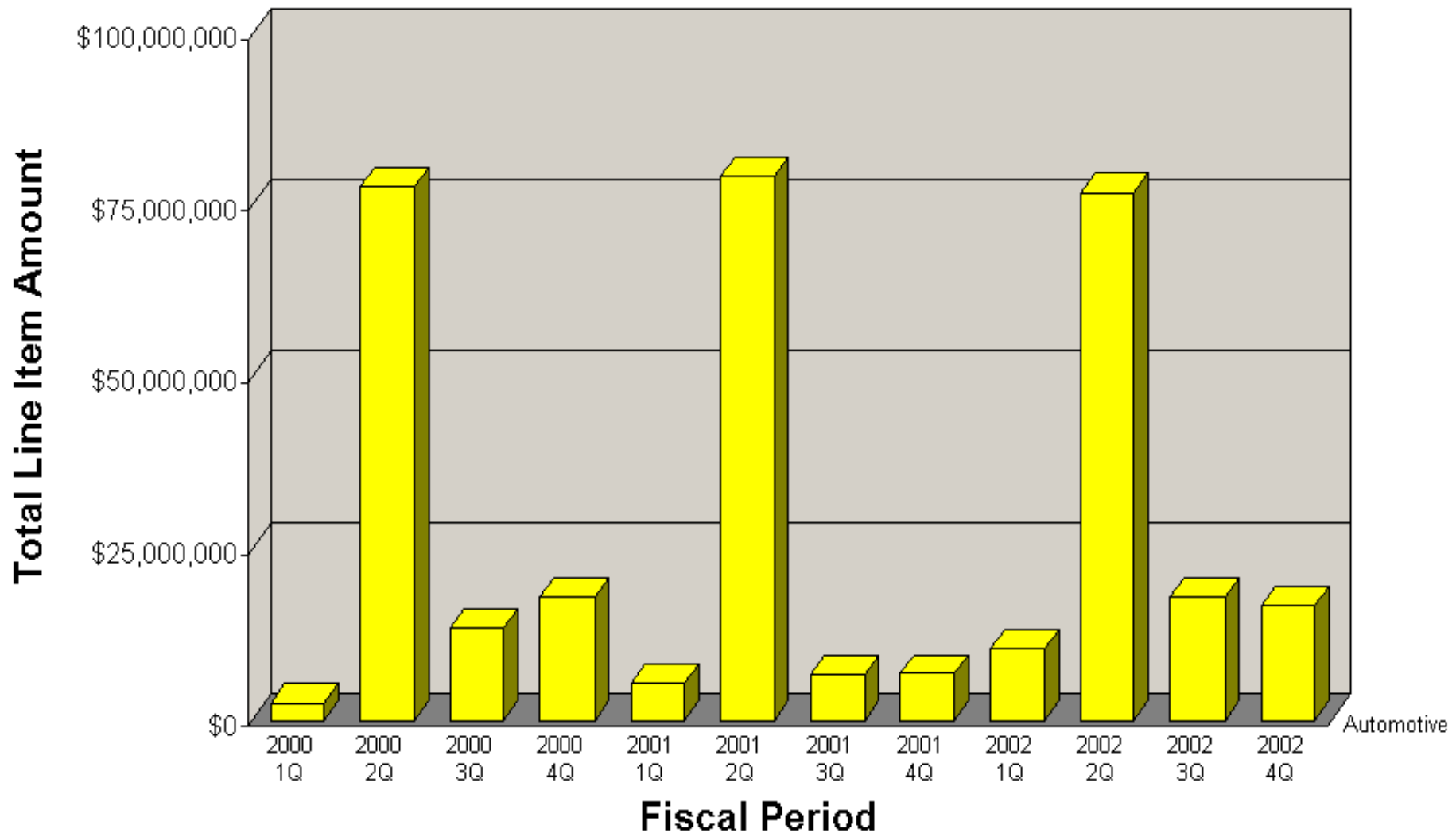
CBIS Reporting

Price Trend by Commodity



CBIS Reporting

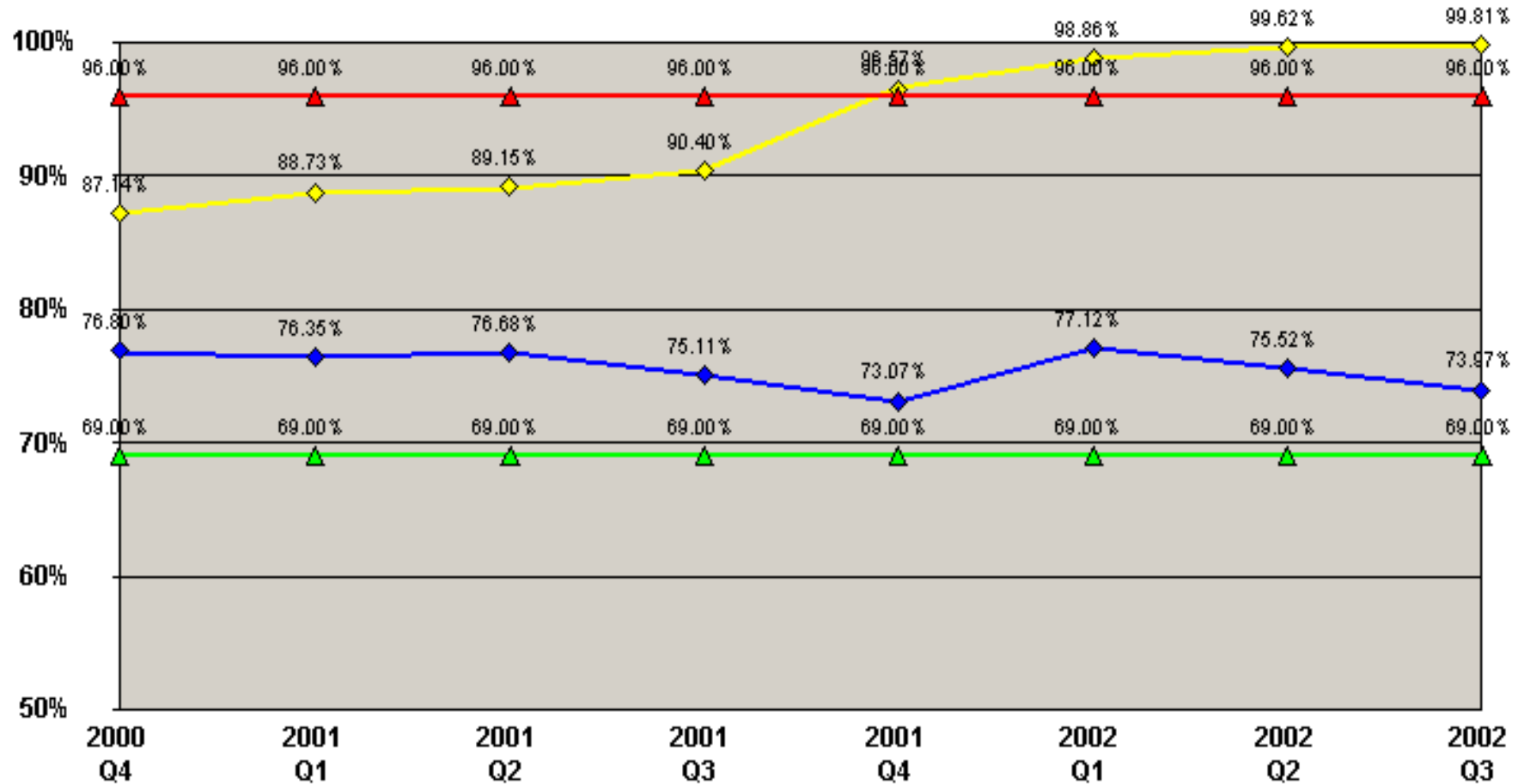
Price Trend by Commodity *Automotive*



CBIS Reporting

% On-Time
by Schedule

◆ On-Time (Source)
◆ On-Time (Calculated)
▲ Benchmark
▲ Nonstrategic #02# Goal

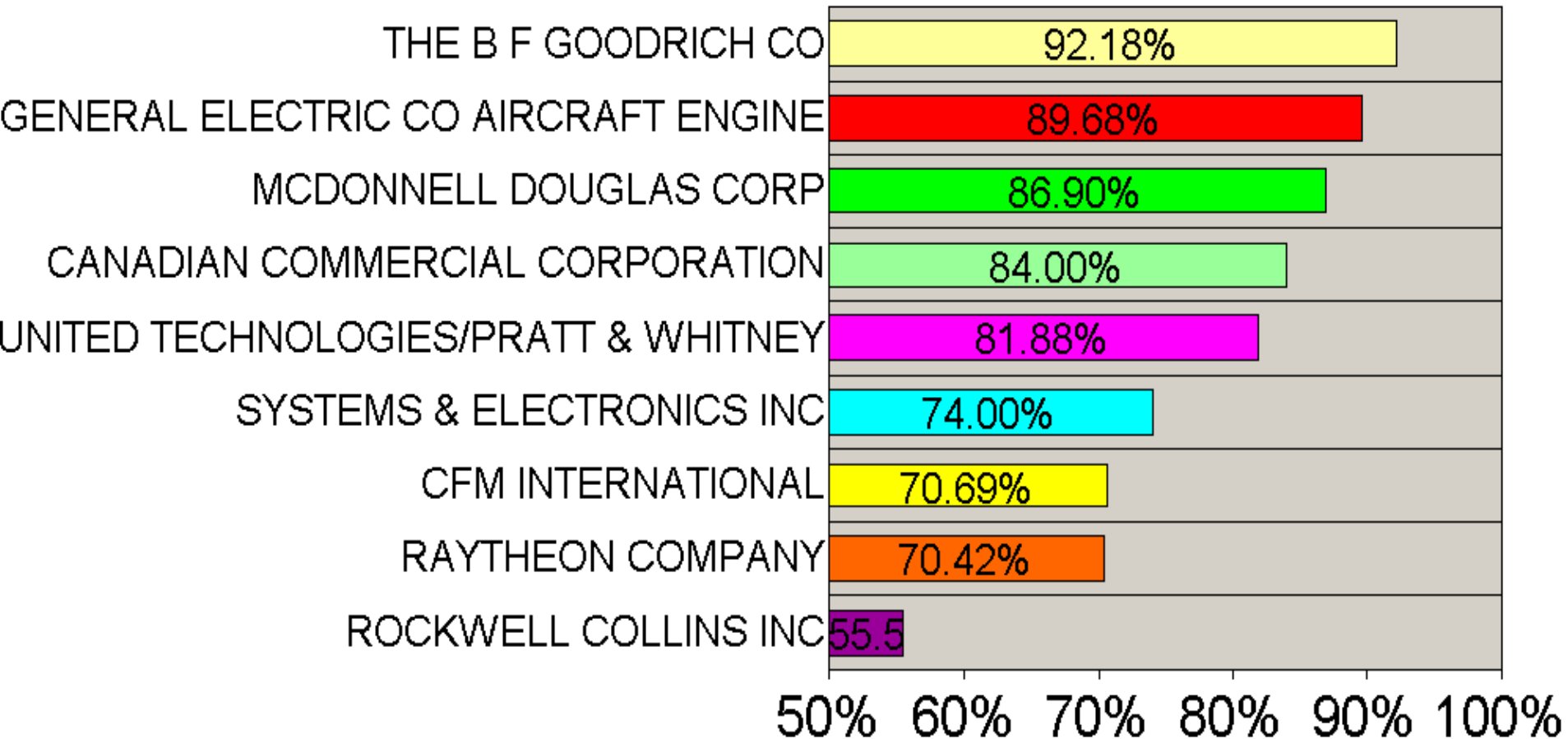


Original Delivery Required Date

CBIS Reporting

On-Time Deliveries

Top Vendors based on Spend Dollars



CBIS Reporting

Organization	On-Time (Calculated)	On-Time (Source)
	0.00%	100.0%
360 CORPORATION	75.00%	75.0%
A AMD A MFG CO INC	100.00%	100.0%
A AND D MACHINERY CO	33.33%	66.7%
A AND M AEROSPACE INC	100.00%	100.0%
A C INC	100.00%	100.0%
A F TECHNOLOGIES INC	100.00%	100.0%
A G A PRECISION INC	100.00%	100.0%
A G H INDUSTRIES INC	100.00%	100.0%
A K O INC	100.00%	100.0%
A T I INDUSTRIES	100.00%	0.0%
AAC ACTION AIR CORP	0.00%	100.0%
AAI CORP	85.71%	100.0%
AAI/ACL TECHNOLOGIES INC	100.00%	100.0%
AAR ALLEN SERVICES INC	0.00%	100.0%
AAR DEFENSE SYSTEMS	33.33%	100.0%
AAR MFG INC	83.33%	75.0%
AAR OKLAHOMA	100.00%	100.0%
AATA SECURITY INC	100.00%	100.0%
ABA INDUSTRIES INC	48.08%	67.3%
ABBOTT TRANSISTOR LOS ANGELES C	100.00%	100.0%
ABCO TOOL AND DIE INC	0.00%	100.0%
ABEX/NWL AEROSPACES	100.00%	100.0%
ABLE CORP	50.00%	100.0%
ABRACON PLAST SYSTEMS INC	100.00%	100.0%

CBIS Reporting

Contracting Business Intelligence System (CBIS)

Strategic View example - Top 10 Lists



New Period

Reporting for Contract Award Date from Q1,2001 thru Q4,2002

As of Thu Mar 13 17:24:59 GMT-0500 (Eastern Standard Time) 2003



Top 10 Vendors

Organization	Dollars
OGDEN AIR LOGISTICS CENTER	\$686,552,359
UNITED TECHNOLOGIES/PRATT	\$430,484,994
GENERAL ELECTRIC CO AIRCRA	\$414,087,596
TRW ICBM SYSTEMS	\$408,817,707
GENERAL DYNAMICS GOVT SYS	\$309,518,189
LOCKHEED MARTIN CORPORATI	\$297,574,307
PRATT AND WHITNEY SAN ANTON	\$232,129,694
SYSTEMS & ELECTRONICS INC	\$208,053,999
LOCKHEED MARTIN KELLY ACFT	\$163,413,953
RAYTHEON COMPANY	\$142,156,864

Top 10 Vendors Supply Contracts and Orders

Organization	Dollars
UNITED TECHNOLOGIES/PRATT	\$412,839,132
GENERAL ELECTRIC CO AIRCRA	\$401,711,758
RAYTHEON COMPANY	\$129,035,639
CFM INTERNATIONAL	\$100,994,944
MCDONNELL DOUGLAS CORP	\$82,505,015
SYSTEMS & ELECTRONICS INC	\$75,218,790
THE B F GOODRICH CO	\$69,178,077
ROCKWELL COLLINS INC	\$68,660,073
LOCKHEED MARTIN KELLY ACFT	\$67,435,452
CANADIAN COMMERCIAL CORPO	\$68,542,714

Top 10 Vendors Instruments Awarded

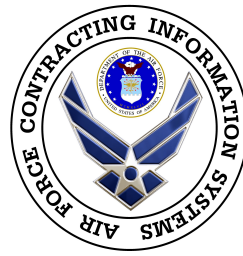
Contractor/Vendor	Awards
Contractor Information Not On File!	2,848
ALAMO AIRCRAFT LTD	933
DAYTONA AEROSPACE INC	666
HAMILTON SUNDSTRAND CORP	298
BOEING CO	273
RICK'S MFG & SUPPLY	246
HONEYWELL INTL INC	229
GALAXY AIRCRAFT PARTS INC	198
INTERNATIONAL ENTERPRISES I	188
LITTON SYSTEMS INC	184

**See More Logistical
Information**



U.S. AIR FORCE

Summary



CBIS Improves Warfighter Support
Leveraged Buying Power
Reduced Cycle Time
Decreased Procurement Costs
Proactive Supplier Management

**CBIS Facilitates Enterprise Wide
Data**